

GENERAL SERVICES ADMINISTRATION
FEDERAL SUPPLY SERVICE
AUTHORIZED FEDERAL SUPPLY SCHEDULE PRICE LIST

On-line access to contract ordering information, terms and conditions, up-to-date pricing, and the option to create an electronic delivery order are available through *GSA Advantage!™*, a menu-driven database system. The INTERNET address of *GSA Advantage!™* is: <http://www.GSAAdvantage.gov>.

SCHEDULE 541
PSC GROUP R7
PSC CLASS R701
Exhibit Design & Implementation Services Services
CONTRACT NUMBER GS-07F-0699X

For more information on ordering from Federal Supply Schedules click on the FSS Schedules button at <http://www.fss.gsa.gov>.

CONTRACT PERIOD: 08/15/2011 TO 08/14/2016

BLUEWATER TECHNOLOGIES GROUP, INC.
24050 NORTHWESTERN HIGHWAY
SOUTHFIELD, MI 48075-2567
PHONE: 248-356-4399 FAX: 248-351-2227
Web site: <http://www.bluewatertech.com>
Email: nbilling@bluewatertech.com
Contract Administrator: Nancy Billing

WOMAN-OWNED LARGE BUSINESS

Customer Information

- 1a. SPECIAL ITEM NUMBER 541-4C. See attached sheets for hourly pricing.**
- 1b. Lowest priced item = Camera Operator \$58.64/hour.**
- 1c. For hourly rates, and descriptions of all corresponding commercial job titles, experience, functional responsibility and education for those types of employees who will perform services, please see Contract Pricing on Pages 1-2 below**
- 2. Maximum order = SIN 541-4C, \$1,000,000.00.**
- 3. Minimum order = \$100.00.**
- 4. Geographic coverage = CONUS & DC.**
- 5. Point of production = Southfield, Oakland County, MI.**
- 6. Prices shown herein are net (discounts already applied).**
- 7. Quantity discounts = 1.5% individual orders >\$100,000
3% individual orders >\$500,000**
- 8. Prompt payment terms = 1% 15 Days, Net 30 Days.**
- 9a. Government purchase cards are accepted up to the micro-purchase limit.**
- b. Government purchase cards are accepted above the micro-purchase limit.**
- 10. All items are US-made.**
- 11a. Time of delivery = As specified on agency task orders.**
- b. Items available for expedited delivery are noted in this price list by asterisk (*).**
- c. Overnight and 2-day delivery pending stock availability. (See 11d.).**
- d. See clause I-FSS-140-B "URGENT REQUIREMENTS". Agencies are advised to contact Bluewater Technologies' representative (248-356-4399) to arrange for faster delivery when required.**

12. FOB Destination.

13. Ordering Procedures

**a. Ordering address: Bluewater Technologies Group, Inc.
24050 Northwestern Highway
Southfield, MI 48075-2567**

b. Ordering procedures: For supplies and services, the ordering procedures, information on Blanket Purchase Agreements (BPA's) are found in Federal Acquisition Regulation (FAR) 8.405-3.

**14. Payment address: Bluewater Technologies Group, Inc.
24050 Northwestern Highway
Southfield, MI 48075-2567**

15. Warranty provision = Standard commercial warranty.

16. Export packing charges: N/A.

17. Government purchase cards accepted up the MicroPurchase limit.

18. Terms and conditions of rental, maintenance, and repair: N/A.

19. Terms and conditions of installation: N/A.

20. Terms and conditions of repair parts indicating date of parts price lists and any discounts from list prices: N/A.

20a. Terms and conditions for any other services: N/A.

21. List of service distribution points: N/A.

22. List of participating dealers: N/A.

23. Preventive maintenance: N/A.

24. No Special Environmental Attributes

25. DUNS number 147335747.

26. Listed in Central Contractor Registration (CCR) database CAGE 0XUT6.

BLUEWATER TECHNOLOGIES CONTRACT PRICING SIN 541-4C

Labor Category	Description	Min. Exp.	Min Edu.	Hourly Rate
Technical Director	The Technical Director (TD) is responsible for managing the tactical implementation of the event on site. This includes setting all crew schedules, determining crew calls (start times) and breaks (end times), managing any local union labor that is required per venue requirements, and creating and updating drawings and plots of the meeting for the Project Manager. Reports directly to the Project Manager.	10 yrs	2 yr degree	\$66.46
Audio Engineer - A1	The Audio Engineer - A1 (A1) is a System Specialist responsible for all audio requirements of the event. This includes determining the best technology for the event based on client input, environmental factors (such as location indoor or outdoor, venue acoustics, local ambient noise), audience size and audio usage (ie. spoken word, live music, background music, audio from video playback, etc). The A1 is also responsible for setting up and overseeing the proper implentation of the Audio Systems at the event, along with running the equipment during the event. The A1 reports to the Engineer-In-Charge.	10 yrs	2 yr degree	\$66.46
Video Engineer - V1	The Video Engineer - V1 (V1) is a System Specialist responsible for all video requirements of the event. This includes determining the best technology for the event based on client input, environmental factors (such as lighting conditions, venue location, whether indoor or outdoor), audience size and video usage (ie. media playback, live camera feed, video switching between medias, presentation playback and control, etc.). The V1 is also responsible for setting up and overseeing the proper implentation of the video systems at the event, along with running the equipment during the event. he V1 reports to the Engineer-In-Charge.	7 yrs	2 yr degree	\$66.46
Camera Operator	The Camera Operator is a System Specialist responsible for capturing video at the event as determined by the client. Usage may include live video playback of a speaker, or recording materials for later use by the client. The camera operator is also responsible for setting up any camera systems required at the event and for manning camera systems durring the event. The Camera Operator reports to the Video Engineer - V1.	5 yrs	2 yr degree	\$58.64

Lighting Director	The Lighting Director is a System Specialist responsible for all aspects of lighting a production. This includes the design and engineering of lighting materials and equipment to create the appropriate mood for the event. The Lighting Director is responsible for selecting the crew to use for each event, managing them during setup, and control of lighting during run of show. Reports to the Engineer-In-Charge.	7 yrs	2 yr degree	\$58.64
General AV Technician	The General AV Technician (Gen AV) provides support to the System Specialists on any given show. They are responsible for assisting with the setup of the event however required by the System Specialists. This often involves running cables from equipment to control zones, setting up pipe & drape and other aesthetic equipment used to direct focus to the stage, and assembling any AV equipment on site that ships dismantled - such as projection screens and staging. The General AV Technicians also deliver equipment to the venue and ensure it is unloaded into the proper location such as a ballroom or exhibit hall. This also includes ensuring all equipment is returned to our facilities post event. The General AV Technician reports to Engineer-In-Charge.	5 yrs	2 yr degree	\$66.46
Project Manager	The Project Manager (PM) is involved in the project at the opportunity phase, before a sale has occurred. Assists the Account Executive with pricing, engineering, and scope of work to ensure client's requests are met. The PM is responsible for creating or securing all site survey information, project drawings, system design drawings, and any subcontracted labor or materials required for the project. They must ensure that all members of the team are distributed all project documentation and updates. The PM works very closely with the Technical Director to ensure that all staffing and logistics needs are met. The PM oversees the internal operations of show prep and shipment to location. On site they may be responsible to assist as a Lead Technician. Responsible to ensure the project is properly closed and invoiced appropriately.	5 yrs	4 yr degree	\$73.30